

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-05 MCE-00 COME-00 EB-08 CIAE-00
INR-10 NSAE-00 DODE-00 /034 W
-----080010 111502Z /53
R 111015Z APR 78
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC 7666

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E.O. 11652: N/A
TAGS: MILI, MASS, TC, US
SUBJ: PROSPECTIVE LOCKHEED ACTIVITIES IN US

REF: STATE 79136

1. EMBOFFS MET APRIL 9 WITH LOCKHEED AIRCRAFT (MIDEAST) MARKETING DIRECTOR STAN PATTERSON (RESIDENT BEIRUT) AND LEROY M. JONES, SECURITY CONSULTANT FOR LOCKHEED TO CONVEY INFORMATION CONTAINED REFTEL. PATTERSON APPEARED BE UNFAMILIAR WITH C-130 SALES NEGOTIATIONS BUT SAID HE WOULD TELEX LOCKHEED WASHINGTON OFFICE NEXT DAY TO URGE PROMPT ACTION TO INITIATE REQUEST FOR ADVISORY OPINION FROM DEPARTMENT.

2. RE MUNICIPAL SECURITY SYSTEM, PATTERSON EXPRESSED SURPRISE THAT COMMERCE ADVISORY OPINION REQUIRED AS ALL EQUIPMENT LOCKHEED PROPOSING TO MARKET IS UNCLASSIFIED AND NON-SENSITIVE. HE ACCEPTED HOWEVER THAT EMBASSY UNABLE ASSIST LOCKHEED SALES EFFORT UNTIL CONDITIONS OUTLINED PARA 2 REFTEL HAVE BEEN MET AND EMBASSY INSTRUCTED ACCORDINGLY. PATTERSON WAS GIVEN NAMES OF NEA/ARP OFFICERS WINN AND BODINE AND USDOC/CAGNE AS APPROPRIATE CONTACTS IN WASHINGTON ON THIS QUESTION.

3. PATTERSON LEFT WITH EMBOFFS LETTER TO AMBASSADOR FROM HIS
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CORPORATE PRESIDENT IN BEIRUT OUTLINING LOCKHEED COMPETENCE IN FIELD OF DEVISING SECURITY SYSTEMS. ADDED THAT PRESENT STATE OF PLAY APPEARS TO BE THAT MINISTRY OF INTERIOR COMMITTEE TASKED WITH SELECTING SYSTEM CONTRACTOR CONSIDERING TRAVEL TO U.S., FRG AND JAPAN AT AS YET UNDETERMINED DATE TO VISIT LOCKHEED, SIEMENS, AND SECOM HEADQUARTERS RESPECTIVELY AND TO INSPECT INSTALLED PUBLIC SECURITY SYSTEMS SIMILAR TO THOSE BEING OFFERED

TO UAE BY THREE CONTENDERS.

4. PRIOR TO APRIL 11 DEPARTURE FROM ABU DHABI PATTERSON TELEPHONED EMBOFF TO SAY LOCKHEED WASHINGTON OFFICE HAD BEEN ADVISED AND WOULD BE CONTACTING USG OFFICIALS TO OBTAIN ADVISORY OPINIONS.

5. ACTION REQUESTED: PLEASE CABLE WHEN ADVISORY OPINIONS ON THESE TWO PROSPECTIVE SALES ACTIVITIES HAVE BEEN ISSUED.

DICKMAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: NEGOTIATIONS, MILITARY SALES, TRANSPORT AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 11 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ABUDH01020
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780155-0770
Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780472/aaaacjdp.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a05520b3-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 79136
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3015588
Secure: OPEN
Status: NATIVE
Subject: PROSPECTIVE LOCKHEED ACTIVITIES IN US
TAGS: MILI, MASS, TC, US, LOCKHEED
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a05520b3-c288-dd11-92da-001cc4696bcc
Review Markings:
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